

## JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity: Department of Veterans Affairs (VA)  
Office of Acquisition and Logistics  
Technology Acquisition Center  
23 Christopher Way  
Eatontown, NJ 07724
2. Description of Action: The proposed action is for a firm-fixed-price sole source contract with KLAS Enterprises, LLC (KLAS), 630 E. Technology Avenue, Orem, Utah 84097.
3. Description of Supplies or Services: VA, Assistant Secretary for Information and Technology (OI&T) / Chief Information Officer (CIO) requires KLAS membership access. This access will provide OI&T with healthcare IT market research data, reports and the ability to attend informational meetings through KLAS' Performance Database Software, Services, and Equipment Report webinars. OI&T will also have the ability to access Best in KLAS Specialty Reports, all published Specialty Reports, and participate in a quarterly KLAS Analyst Call. Additionally, OI&T requires two KLAS meetings onsite between KLAS IT professionals and the VA CIO to discuss data research analysis obtained by KLAS relative to emergency medical records and healthcare delivery systems. The period of performance shall be April 22, 2016 through October 21, 2016 followed by one six-month option period to include two additional KLAS meetings onsite between KLAS IT professionals and the VA CIO. The total estimated value of this proposed action, including the option period is \$300,000, including options.
4. Statutory Authority: The statutory authority permitting other than full and open competition is 41 U.S.C.3304(a)(1) as implemented by the Federal Acquisition Regulation (FAR) 6.302-1 entitled, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."
5. Rationale Supporting Use of Authority Cited Above: KLAS is the only vendor that currently has the healthcare IT data required by VA. KLAS is unique in the healthcare arena interviewing more than 2,300 healthcare IT professionals on a monthly basis to determine performance of major healthcare vendors across the United States. No other vendor has done the breadth of research done by KLAS to obtain this IT information. KLAS does not allow any other vendors access to its research or the ability to resell the membership subscription required to access its data. The Government's technical experts estimate that it would take approximately 180 days to gather the raw data material (based on interviews and queries) and to input the data electronically in a format that is accessible and usable to VA. VA requires access to the required information by April 22, 2016 to support the CIO's strategic objectives. Based on this market research, the Government's technical experts have determined that KLAS is the only source that can meet the Government's requirements by April 22, 2016.

## KLAS Healthcare IT Services

6. Efforts to Obtain Competition: Market research was conducted, details of which are in section 8 of this justification. This effort did not yield any additional sources that can meet the Government's requirements. There is no competition anticipated for this acquisition. Additionally, the proposed action will be synopsisized on the Federal Business Opportunities Page in accordance with FAR 5.201. Any quotes that are received shall be evaluated.
7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if there are changes in the marketplace that would enable future actions to be competed.
8. Market Research: Market research was conducted by Government technical experts who reviewed the General Services Administration (GSA) Federal Supply Schedules and vendor web sites of other healthcare IT market research providers that offer similar membership and services including Gartner, Inc.; Forrester Research Inc., and Corporate Executive Board. While these firms have the ability to provide similar membership and market research data services, only KLAS can provide healthcare IT marketplace data culled from a wide swath of healthcare professionals and healthcare IT firms. None of the other three firms reviewed have performed the type of research nor do they possess the healthcare IT data that VA requires. VA requires access to the required information by April 22, 2016 to support the CIO's strategic objectives. Based on this market research, the Government's technical experts have determined that KLAS is the only source that can meet the Government's requirements by April 22, 2016.
9. Other Facts: None.

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

4/14/2016

Rene Soriano

Date: \_\_\_\_\_

Program Analyst

Signature: 443614

Rene Jesus C Soriano

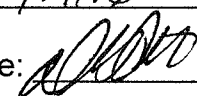
Digitally signed by Rene Jesus C Soriano 443614  
DN: dc=gov, dc=va, o=internal, ou=people,  
0.9.2342.19200300.100.1.1=rene.soriano@va.gov,  
cn=Rene Jesus C Soriano 443614  
Date: 2016.04.14 15:17:04 -0400

11. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price to the Government for this contract action will be fair and reasonable based on price analysis of the quote against the Independent Government Cost Estimate and comparison against KLAS Enterprises, LLC's GSA IT Schedule 70 published prices.

Debra G. Clayton

Date: 4/14/16

Procuring Contracting Officer

Signature: 

12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$700,000.00, the certification below required by FAR 6.303-2(b)(12) serves as approval.

Debra G. Clayton

Date: 4/14/16

Procuring Contracting Officer

Signature: 